

BALKAN TRADE BRIDGE 2014

/4 DECEMBER 2014. SOFIA. BULGARIA/

LIST OF BUYERS

List of Buyers by sectors of interests

The following consists of all Buyers that have registered and confirmed their participation in Balkan Trade Bridge.

All of them will be available for meetings from 14:00-18:00 on 04.12.2014 in the area of Balkan Trade Bridge.

	SECTORS
1	<u>Metal products, including Steel and Stainless steel products, Aluminum and Other metal products, details and components</u>
2	<u>Construction and building materials and details</u>
3	<u>Chemicals; Chemical raw materials; Plastic raw materials and plastic details; Paper raw materials; Rubber products and details; Glass products</u>
4	<u>Pharmaceutical, cosmetic and household cleaning products</u>
5	<u>Consumer goods, including food and beverages</u>
6	<u>ICT, Electric, Electronic and Mechanical Engineering Products</u>
7	<u>Energy sector</u>
8	<u>Textile products</u>

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Metal products, including Steel and Stainless steel products, Aluminum and Other metal products, details and components

Company Country Representatives' job position	DESCRIPTION	INTERSTED IN:
Signode Industrial Group (SPG Germany Service Management GMBH) EMEA Mechanical components manager	World leading manufacturer of industrial packaging. Company has 88 manufacturing facilities across six continents. <i>Revenue: 2.4 billion</i>	<ul style="list-style-type: none">• Casted components;• Machined components;• Gears;• Metal sheet fabrication.
Liebherr-Hausgeräte Marica Bulgaria Head of Strategic Procurement	World leader in production of Refrigeration & freezing products, Construction machines; mining equipment; Mobile and crawler cranes; Material handling technology; Maritime cranes; aerospace & transportation systems. <i>Revenue: EUR 177 mill</i>	<ul style="list-style-type: none">• Metal products;• Vacuum panels;• Tools for metal and plastic products;• Evaporators
Pro Galvano a.d. Serbia General manager	The company deals with production, processing, mediation, services and wholesale and retail trade	<ul style="list-style-type: none">• Handlesfor doors;• Lock body for doors.
ADRIATIC SHIPYARD BIJELA Montenegro Manager of Purchasing & Store Department	The "Adriatic Shipyard Bijela" is the biggest shiprepairing yard in the Southern Adriatic. It is located in BokaKotorska bay, one of the safest natural harbours in the world, and has centuries long shipbuilding and maritime tradition. <i>Revenue: EUR 16 mill</i>	<ul style="list-style-type: none">• Steel plates;• Seamless steel pipes;• Grit;• Steel pipe elbows;• Steel bulb flat bars;• Non-ferous materials (stainless steel, aluminum, brass, CuSn14, zinc etc)
Solvay Sodi JSCo Purchasing & Warehouse Director	The largest sodium carbonate plant in Bulgaria and Europe for the production of synthetic calcinated soda. <i>Revenue: 28mill EUR</i>	<ul style="list-style-type: none">• Technical equipment and parts (mechanical parts, castings)
DORMA Bulgaria Purchase Manager	DORMA is the trusted global partner for premium access solutions & services enabling better buildings. In the business segments of door control, movable walls and glass fittings the company is a member of the world elite. <i>Revenue: EUR 12 mill</i>	<ul style="list-style-type: none">• Die casting details - Stainless steel sheets;• Steel rotary details;• Extruded aluminium profiles - stabdard and custom made;• Eloxation of aluminium details;
PRO ACTIV SRL Romania CEO	Romanian leading importer and retail chain store of paints, dry wall, dry mortars, steel, cement, bricks, thermal insulation. <i>Revenue: EUR 6 mill</i>	<ul style="list-style-type: none">• Steel - Bars for building;

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Samel-90 Ltd.	<p>Samel 90 was established in 1964 aiming at satisfying the needs of the Bulgarian Army of Electronic Communication Equipment. After 1990 the traditional range of special purpose products has been enriched with consumer electronics in the fields of telecommunications, specialized electronics for lighting industry, automotive spare parts, etc. <i>Revenue: EUR 15 mill</i></p>	<ul style="list-style-type: none">• Stainless metals m1.4301 and 1.430 - Sheets, Rounds bars, Hex bars;• Ferrous metals - Sheets, Round bars ;• Brass materials - Round bars;• Aluminium materials - Sheets; Round bars
Donaldson Europe	<p>Leading worldwide provider of filtration systems and replacement parts. Donaldson serves customers in the industrial and engine markets, including dust collection, power generation, specialty filtration, compressed air purification, off-road equipment, industrial compressors, heavy trucks and light vehicles. <i>Revenue: EUR 42 mill</i></p>	<ul style="list-style-type: none">• Looking for subcontractor for making of engineering filter house design in carbon steel (Metal processing company with painting facilities)• Looking for subcontractor for making of engineering filter house design in stainless steel (Metal processing company with painting facilities)
Lukena Auto Ltd Serbia General manager	<p>Leading Serbian importer and distributor of spare parts for all European vehicles.</p>	<ul style="list-style-type: none">• Automobile metal parts and details.
ECOBULPACK JSC Bulgaria Executive director	<p>Largest Bulgarian company for collection, transportation, separation and recycling of household and industrial waste materials: glass, plastic, paper.</p>	<ul style="list-style-type: none">• Metal containers for separate collection of packaging waste: Beaver and igloo type.
AES Bulgaria Supply chain manager EMEA	<p>Global power company that owns and operates a diverse and growing portfolio of electricity generation and distribution businesses, which provide reliable, affordable energy to customers in 20 countries.</p>	<ul style="list-style-type: none">• Steel fabrication;• Metal tubes;• Industrial supplies in general.

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ORGANIZER: BULGARIA ECONOMIC FORUM

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Construction and building materials and details

Company Country Representatives' job position	DESCRIPTION	INTERSTED IN:
MEDACOM DOO Serbia General manager	Import and distribution of automobile cosmetic products, bathroom products, textile products, building materials <i>Revenue: EUR 2.4 mill</i>	<ul style="list-style-type: none">• Building materials - OSB-panel, PVC-windows;
PRO ACTIV SRL Romania CEO	Romanian leading importer and retail chain store of paints, dry wall, dry mortars, steel, cement, bricks, thermal insulation. <i>Revenue: EUR 6 mill</i>	<ul style="list-style-type: none">• Dry wall - Gypsum plasterboard;• Cement - 25 kg bags;• Thermal insulation - EPS, XPS
AST Global Serbia General manager	Serbian importer of office materials, industrial electronics, plastic materials etc.	<ul style="list-style-type: none">• Plastic pipes for drainage system;
Pro Galvano a.d. Serbia General manager	The company deals with production, processing, mediation, services and wholesale and retail trade	<ul style="list-style-type: none">• Handles for doors;• Lock body for doors.

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Chemicals; Chemical raw materials; Plastic raw materials and plastic details; Paper raw materials;
Rubber products and details; Glass products

Company Country Representatives' job position	DESCRIPTION	INTERESTED IN
Solvay Sodi JSCo Bulgaria Purchasing & Warehouse Director	The largest sodium carbonate plant in Bulgaria and Europe for the production of synthetic calcinated soda. <i>Revenue: EUR 28 mill</i>	<ul style="list-style-type: none">Chemicals - NaHS, NH₃, NH₄OH, HCL, MgCO, NaOH;
Liebherr-Hausgeräte Marica Bulgaria Head of Strategic Procurement	World leader in production of Refrigeration & freezing products, Construction machines; mining equipment; Mobile and crawler cranes; Material handling technology; Maritime cranes; aerospace & transportation systems. <i>Revenue: EUR 177 mill</i>	<ul style="list-style-type: none">Plastic materials: profiles;
Panplastics Serbia General manager	Recycling and trading with plastic waste materials.	<ul style="list-style-type: none">WEEE Plastic waste material;All types of plastic waste material
PEŠTAN D.O.O. Serbia Manager for Bulgaria	Private company which is dealing with the processing of plastic masses, PVC, polypropylene and polyethylene. Daily consumption of the raw material of the production is somewhere about 50 tons. <i>Revenue: EUR 55 mill</i>	<ul style="list-style-type: none">PVC;HDPE;PP Injection, Extrusion
Bobex and Kartonval Serbia General manager	Private company for commercial business, wholesale, import and export. Main activity of the company is production of plastic materials (household products, furniture etc)	<ul style="list-style-type: none">Fluting Paper, Superior paper, Test liner, Kraft liner;Row plastic materials PP, PE, PS, ABS
AST Global Serbia General manager	Serbian importer of office materials, industrial electronics, plastic materials etc.	<ul style="list-style-type: none">Plastic pipes for drainage system;
INHIBITOR SISAK Croatia General manager	Main activity of Inhibitor sisak is production of permanent and temporary protection against corrosion of metals,	<ul style="list-style-type: none">Corrosion inhibitors;Ethanolamine benzoate, ammonium benzoate;Dicyclohexylamine;Cyclohexylammonium stearateDicyclohexylamine nitrite

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DORMA Bulgaria Purchase Manager	DORMA is the trusted global partner for premium access solutions & services enabling better buildings. In the business segments of door control, movable walls and glass fittings the company is a member of the world elite. <i>Revenue: EUR 12 mill</i>	<ul style="list-style-type: none">• Rubber sealing profiles -EPDM rubber
LEM Bulgaria EOOD Bulgaria Supply Manager	LEM is the market leader in providing innovative and high quality solutions for measuring electrical parameters. Its core products - current and voltage transducers - are used in a broad range of applications in drives & welding, renewable energies & power supplies, traction, high precision, conventional and green cars businesses.	<ul style="list-style-type: none">• Plastic parts and over moulded plastics with pins;
Lukena Auto Ltd Serbia General manager	Leading Serbian importer and distributor of spare parts for all European vehicles.	<ul style="list-style-type: none">• Automobile rubber parts: sealing.
Food Export doo Serbia General manager	Serbian company with main activity production, wholesale and retail of traditional recipes, prepared from high quality fruit and vegetables, without the use of preservatives, pectin, artificial coloring or aroma. Companies' export markets are Germany, Switzerland, Canada and Australia. <i>Revenue: EUR 1,3 mill</i>	<ul style="list-style-type: none">• Glass Jar (360ml, 580ml, 720ml, 1450ml);• Bottles-glass (0,75l, 1l)
ECOBULPACK JSC Bulgaria Executive director	Largest Bulgarian company for collection, transportation, separation and recycling of household and industrial waste materials: glass, plastic, paper.	<ul style="list-style-type: none">• Plastic containers for separate collection of packaging waste: Beaver and igloo types;• Rubber conveyor belts.
AES Bulgaria Supply chain manager EMEA	Global power company that owns and operates a diverse and growing portfolio of electricity generation and distribution businesses, which provide reliable, affordable energy to customers in 20 countries.	<ul style="list-style-type: none">• Industrial chemicals;• Industrial gases;

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Pharmaceutical, cosmetic and household cleaning products

Company Country Representatives' job position	DESCRIPTION	INTERSTED IN:
Industriaiimport- Industriaiimpex AD Montenegro Chairman of the borad	The largest holding company form Montenegro. Representative of member company Farmagera (leading imported and wholesaler of pharmaceutical products, food additives.) And Regal Impex (leading distributor of cosmetic products) <i>Revenue: EUR 42 mill</i>	<ul style="list-style-type: none">• Pharmaceutical products• Cosmetics
Medikuniod.o.o. Serbia General manager	Leading Serbian importer and distributor of pharmaceutical products	<ul style="list-style-type: none">• Pharmaceutical products
Casico Spain General manager	Casico is international product sourcing company from Spain. Company takes care for supply chain of the largest multibrand and retail companies worldwide.	<ul style="list-style-type: none">• Cosmetics
Falcon Montenegro General Manager	Falcon is the largest distribution and wholesale company in Montenegro. Company is distributing consumer goods Food industry - consumer goods; Non-food industry-consumer goods - Home accessories, means for cleaning etc.	<ul style="list-style-type: none">• Non-food industry - consumer goods;• Home cleaning products
MEDACOM DOO Serbia General manager	Import and distribution of automobile cosmetic products, bathroom products, textile products, building materials <i>Revenue: EUR 2.4 mill</i>	<ul style="list-style-type: none">• Home cleaning products
Lukena Auto Ltd Serbia General manager	Leading Serbian importer and distributor of spare parts for all European vehicles.	<ul style="list-style-type: none">• Automobile cosmetic products.

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Consumer goods, including food and beverages

Company Country Representatives' job position	DESCRIPTION	INTERSTED IN:
Food Export doo Serbia General manager	Serbian company with main activity production, wholesale and retail of traditional recipes, prepared from high quality fruit and vegetables, without the use of preservatives, pectin, artificial coloring or aroma. Companies' export markets are Germany, Switzerland, Canada and Australia. <i>Revenue: EUR 1,3 mill</i>	<ul style="list-style-type: none">• Red Peppers;• Pickles;• Fruits
United Flowers for Vegetable Oils Co. Ltd Kingdome Saudi Arabia Procurement manager	Newly established wing of diversified business group that has reputable presence in various manufacturing sectors. Company is one of the largest producers of soybean, palm, sunflower and corn oil in Kingdome Saudi Arabia. Revenue: 30 mill EUR	<ul style="list-style-type: none">• RBD Olein;• RBD Palm Oil - RBD Crude;• Canola Oil;• Corn Oil - RBD- Crude;• Soy Bean Oil
Supply Chain Ltd. Bulgaria General manager	As company name is suggesting, Supply Chain Ltd is the only company in Bulgaria which provides consulting and outsourcing services for the supply chain management – increasing the sales via optimization of operational activities in production companies and trade companies in all stages of their development. Supply chain Ltd is the only company in Bulgaria.	<ul style="list-style-type: none">• Flour - high gluten;• Emmer, Eincorn, Spelt - in husk
National Food Company (Americana – Meat Div.) Saudi Arabia Purchasing manager	Americana Group is one of the largest and most successful corporations in the Middle East and North Africa region (MENA) Americana Group's main lines of business are operating food & beverage outlets, as well as manufacturing food products. With a network of over 1,480 outlets, it is not only the largest operator of restaurant chains in the MENA region, but also one of the most successful franchise operators in the whole world.	<ul style="list-style-type: none">• Frozen vegetables• Frozen Meat products
Falcon Montenegro General Manager	Falcon is the largest distribution and wholesale company in Montenegro. Company is distributing consumer goods Food industry - consumer goods; Non-food industry-consumer goods - Home accessories, means for cleaning etc.	<ul style="list-style-type: none">• Food industry - consumer goods;
Casico Spain General manager	Casico is international product sourcing company from Spain. Company takes care for supply chain of the largest	<ul style="list-style-type: none">• Beverages

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multibrand and retail companies
worldwide.

MEDACOM DOO
Serbia
General manager

Import and distribution of automobile
cosmetic products, bathroom products,
textile products, building materials
Revenue: EUR 2.4 mill

- Consumer goods

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ICT, Electric, Electronic and Mechanical Engineering Products

Electrical and electronic components and appliances; Active and passive components; Tools
Measuring instruments; Lighting products; Cables; Electric motors; Computer hardware and
software; ICT related Products and Systems

Company	DESCRIPTION	INTERSTED IN:
Country Representatives' job position		
Aura-light doo Serbia CEO	Serbian company, specialized in import and distribution of lighting products	<ul style="list-style-type: none">• All kinds of lighting products
Solvay Sodi JSCo Bulgaria Purchasing & Warehouse Director	Solvay Sodi JSCo is the largest sodium carbonate plant in Bulgaria and Europe for the production of synthetic calcinated soda. <i>Revenue: EUR 28 mill</i>	<ul style="list-style-type: none">• Electrical and electronic materials: active and passive components, sensors, cables, electric motors;
SAH electronics Serbia General manager	Import and distribution of electronic components, measuring devices, electro materials, sensors etc. <i>Revenue: EUR 1.2 mill</i>	<ul style="list-style-type: none">• Variable frequency drivers;• Temperature controllers;• Counters;• Timers;• Servo drivers and motors;• Sensors
LEM Bulgaria EOOD Bulgaria Supply Manager	LEM is the market leader in providing innovative and high quality solutions for measuring electrical parameters. Its core products - current and voltage transducers - are used in a broad range of applications in drives & welding, renewable energies & power supplies, traction, high precision, conventional and green cars businesses.	<ul style="list-style-type: none">• PCBAs - Assembling of PCBs, coating;• Magnetic FeNi cores - Stamping/cutting of FeNi magnetic materials;• Tool shop
Albtelecom Albania Purchasing Department Manager	Leading Albanian internet and telecommunication operator	<ul style="list-style-type: none">• Telecommunications IT & Network related Products and Systems;• Electronic devices used in telecommunication;• Computer, hardware, software;• Internet access related products;• IPTV related products.
MEDACOM DOO Serbia General manager	Import and distribution of automobile cosmetic products, bathroom products, textile products, building materials <i>Revenue: EUR 2.4 mill</i>	<ul style="list-style-type: none">• Electronic home appliances
Lukena Auto Ltd Serbia General manager	Leading Serbian importer and distributor of spare parts for all European vehicles.	<ul style="list-style-type: none">• Various automobile electric parts
ECOBULPACK JSC Bulgaria Executive director	Largest Bulgarian company for collection, transportation, separation and recycling of household and industrial waste materials: glass, plastic, paper.	<ul style="list-style-type: none">• Waste processing and recycling systems: shredders, separators; presses; magnets;

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Energy sector

Company Country Representatives' job position	DESCRIPTION	INTERSTED IN:
ESKO ELEKTRİK İTHALAT İHRACAT VE TOPTAN SATIŞ A.Ş. Turkey CEO	Leading Turkish company which is dealing with trading of electricity. <i>Revenue: EUR 20 mill</i>	<ul style="list-style-type: none">• Electric energy - Base load, Peak load

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Textile products

Company Country Representatives' job position	DESCRIPTION	INTERSTED IN
AES Bulgaria Supply chain manager EMEA	Global power company that owns and operates a diverse and growing portfolio of electricity generation and distribution businesses, which provide reliable, affordable energy to customers in 20 countries.	<ul style="list-style-type: none">Working clothes.
Casico Spain General manager	Casico is international product sourcing company from Spain. Company takes care for supply chain of the largest multibrand and retail companies worldwide.	<ul style="list-style-type: none">Textile products: socks and accessories.

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